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## AROUND THE WORLD

# '88 output up 41% in S. Korea

By Oles Gadacz
STAFF CORRESPONDENT

SEOUL, South Korea — Strong export demand helped boost Korea's vehicle production 41.8 percent during the first quarter.

The industry produced 276,478 units, compared with 195,032 in the year-earlier period. Passenger cars accounted for the bulk of production.

In volume terms, Hyundai Motor Co. led with 153,649 units; Daewoo Motor Co. Ltd. had 32,934; and Kia Motors Corp. trailed with 31,525.

However, in terms of sheer growth, Kia's figures showed the greatest year-to-year improvement, as the company nearly tripled its output compared with the same period last year.

Kia produces the Festiva for Ford dealers in the United States, while Daewoo builds LeMans models for Pontiac.

Bus production reached 18,296 units, almost 40 percent better than the comparable period last year. Kia Motors and its fully owned subsidiary Asia Motors accounted for about two-thirds of total bus production with Kia building 9,376 units and Asia rolling out 2,700 units. Hyundai Motor production reached 5,145 units.

Truck production increased 18.5 percent, reaching 36,716 units in the first quarter.

During the period, 152,143 vehicles were exported including 148,164 cars, 578 buses, 3,204 trucks and 197 utility vehicles.

The quarterly performance reveals that the Korean car industry has not yet reached full manufacturing capacity. Korea's four auto manufacturers have a rated manufacturing capacity of 1.4 million units annually. At the current pace, the industry will turn out about 1.1 million vehicles.

Soon-to-be-released new models are expected to further boost domestic and overseas sales. Hyundai Motor's much-awaited Y2, a 2-liter front-wheel-drive compact, is due for launch this month.

Ssangyong Motor's X-car, an upscale four-wheel-drive station wagon, is scheduled to debut in the fall.

**KOREAN VEHICLE PRODUCTION FOR MARCH AND FIRST QUARTER OF 1988**

| Maker | 1988 March | 1988 Total Jan.-March | 1987 Total Jan.-March |
|---|---|---|---|
| **Passenger Cars** | | | |
| Kia Motors | 12,919 | 31,525 | 10,813 |
| Daewoo Motor | 14,434 | 32,934 | 19,317 |
| Hyundai Motor | 53,338 | 153,649 | 118,175 |
| Subtotal | 80,691 | 218,108 | 148,305 |
| **Jeeps** | | | |
| Ssangyong Motor | 803 | 1,425 | 541 |
| **Buses** | | | |
| Kia Motors | 3,838 | 9,376 | 6,729 |
| Daewoo Motor | 447 | 1,034 | 919 |
| Hyundai Motor | 1,910 | 5,145 | 4,351 |
| Ssangyong Motor | 17 | 41 | 26 |
| Asia Motors | 1,043 | 2,700 | 1,086 |
| Subtotal | 7,255 | 18,296 | 13,111 |
| **Trucks** | | | |
| Kia Motors | 7,296 | 20,209 | 15,307 |
| Daewoo Motor | 1,010 | 2,879 | 1,641 |
| Ssangyong Motor | – | – | – |
| Hyundai Motor | 5,154 | 12,605 | 10,853 |
| Asia Motors | 687 | 1,023 | 179 |
| Subtotal | 14,149 | 36,716 | 30,980 |
| **Specialty Vehicles** | | | |
| Kia Motors | 305 | 630 | 558 |
| Daewoo Motor | 81 | 160 | 154 |
| Hyundai Motor | 248 | 638 | 792 |
| Ssangyong Motor | 84 | 305 | 470 |
| Daewoo Heavy Ind. | 44 | 69 | 34 |
| Jindo Co. | 59 | 113 | 87 |
| Subtotal | 819 | 1,933 | 2,095 |
| Total | 103,517 | 276,478 | 195,032 |

SOURCE: Korea Auto Industries Cooperative Association

# U.S. parts show in Korea praised

By Oles Gadacz
STAFF CORRESPONDENT

SEOUL, South Korea — Although smaller than the inaugural show, the second annual U.S. Auto Parts, Components and Equipment Exhibition held here last month was by virtually all accounts a better event.

Only 22 firms participated, compared with 60 last year. The event is promoted as helping to reduce the U.S.-Korea trade imbalance.

According to Wanda Ale, acting director of the U.S. Trade Center in Seoul, this year's show drew about 1,500 visitors, about half as many as last year's.

Despite that decline, participants expressed pleasure with the level of organization and preparation and with the importance of the people visiting the booths. Many of the casual visitors who flocked to last year's show stayed away this time, which explains the lower attendance.

"I could meet two dozen key people in two days that normally would have taken three months to pin down," said Suk Yung Yoon, an exporter representing U.S. oil seal maker CR Industries of Elgin, Ill. "Whether I made a sale here or not, for me, the show was a money saver and a time saver."

"I've accomplished more than last year. Being new last year, (CR Industries) didn't know what to do, but this year we've targeted our objectives. . . . I met the right people on the first day and I've got a clear picture of the Korean market now," said Yoon.

For others, the show was an excellent opportunity to tap the brains of customers, gossip and get a better fix on the competition.

Prominent names new to the show were Sheller-Globe Corp., Kelsey-Hayes Co., GTE Products Control Devices, Delco Remy, Dow Chemical Co. and FMC Corp.

Among the companies participating in the show for the second time were Borg-Warner Automotive, Masco Industries, Motorola automotive and industrial electronics group, Gates Rubber Co. and Wolverine Gasket Co.

Waiting for the payoff in the Korean market takes patience, according to Robert Chiu, Asia/Pacific marketing manager for Motorola automotive and industrial electronics group, and Sidney Jeffe, a vice president of Sheller-Globe.

The show was co-sponsored by the U.S. Embassy in Seoul, the U.S. Department of Commerce and several Korean agencies including the Korea Auto Industries Co-op Association and the Federation of Korean Industries.

# New Ford Escort ready for Argentina

By Cristina Bonasegna
SPECIAL CORRESPONDENT

BUENOS AIRES, Argentina — Ford Motor Argentina will introduce the 1.5-liter Escort here in early June.

The company is part of Autolatina, the Ford-Volkswagen combine in Argentina and Brazil. It expects to produce 12,000 units a year.

Ford's passenger-car production in 1987 was 19,243 units while Argentina's overall car output for the year was 158,743.

A Ford spokesman said the Escort launch involves a $7.2 million investment at its General Pacheco plant here. He said 140 local suppliers for the Escort have invested another $3 million.

The four-cylinder engine used in the new Escort is imported from Brazil. The spokesman declined to estimate how much of the new car is imported, but said the percentage was "not above limits imposed by current laws." Observers said the government has lifted many of its restrictions on auto imports in the last two years as part of a program to open up the economy.

Ford engineers, however, later told Automotive News that the original plans for the car called for foreign content of 78 percent. They said the percentage would be even higher initially, because some of the locally manufactured parts failed to pass company quality tests.

The four-door Escort GL was shown to car dealers early in May. Although the public had not seen it at that time, 5,200 units had been ordered since last October.

# Subaru of America picks Anglo to sell 5,000 rentals

Anglo American Auto Auctions has been awarded a contract by Subaru of America to sell 5,000 daily rental vehicles through its 20 Anglo auctions and selected allied auctions.

The vehicles, which have begun appearing at Anglo American locations in Dallas; Kansas City, Mo.; Omaha, Neb.; Amarillo, Texas; and Albuquerque, N.M., are on a repurchase program from major daily rental car companies.

The cars are concentrated in Florida, California and Texas. Subaru will transport the cars via Automotive Transport Inc., an Anglo subsidiary, to the auctions.

Subaru tested 600 vehicles in Anglo's Auction Managed Fleet Plan, which offers management for disposal of vehicles.

## Auction adds rigs

The Indianapolis Auto Auction has added 10 new rigs and five extra trailers at its sister company, Indianapolis Auto Carrier Inc., located in Indianapolis.

This brings to 15 the number of carriers in the fleet since the company started seven months ago.

According to John Vance, general manager of Indianapolis Auto Carrier, the new rigs have the capability of hauling up to 12 units each and cost roughly $1.2 million.

Transportation of factory executive vehicles and program cars has become a thriving part of the auction business.

Auctions also deliver the vehicles bought by dealers to their dealerships.

## AUCTION BRIEFS

CHARLES THOMAS

# AUCTION DATES

## Chrysler Motors

June 7 — Hatfield Auto Auction, Hatfield, Pa.; American Auto Auction, Walpole, Mass.; Aptco Auto Auction, Taylor, Mich.; Denver Auto Auction, Aurora, Colo.; South Seattle Auto Auction, Kent, Wash.; Golden Gate Auto Auction, Fremont, Calif.; and Nashville Auto Auction, Nashville, Tenn.

June 8 — Butler Auto Auction, Gibsonia, Pa.; A.D.E. of Birmingham, Birmingham, Ala.; and Minneapolis Auto Auction, Plymouth, Minn.

June 9 — Northway Exchange, Clifton Park, N.Y.; Clanton's Auto Auction, Darlington, S.C.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Big Sky Auto Auction Inc., Billings, Mont.; and Ark-La-Tex Auto Auction, Shreveport, La.

June 10 — Manheim Auto Auction, Manheim, Pa.

June 14 — Florida Auto Auction of Orlando, Ocoee, Fla.; Dallas Auto Auction, Grand Prairie, Texas; Hatfield Auto Auction, Hatfield, Pa.; Arena Auto Auction, Chicago; Riverside Auto Auction, Riverside, Calif.; Greensboro Auto Auction, Greensboro, N.C.; and Portland Auto Auction, Portland, Ore.

**Used Car Sales**
**Auction Averages**

| | |
|---|---|
| May 88 | $5,800 |
| Month ago | $5,703 |
| Year ago | $5,901 |

June 15 — Columbus Fair Auto Auction, Obetz, Ohio, and Southern Auto Auction, Warehouse Point, Conn.

June 16 — Fredericksburg Auto Auction, Fredericksburg, Va.; Indianapolis Auto Auction, Indianapolis; Omaha Auto Auction, Omaha, Neb.; Salt Lake Auto Auction, Salt Lake City; and Southwest Auto Auction, Phoenix, Ariz.

June 17 — St. Louis Auto Auction, Bridgeton, Mo.

June 21 — Hatfield Auto Auction, Hatfield, Pa.; American Auto Auction, Walpole, Mass.; Aptco Auto Auction, Taylor, Mich.; Denver Auto Auction, Aurora, Colo.; South Seattle Auto Auction, Kent, Wash.; Golden Gate Auto Auction, Fremont, Calif.; and Nashville Auto Auction, Nashville, Tenn.

June 22 — Butler Auto Auction, Gibsonia, Pa.; A.D.E. of Birmingham, Birmingham, Ala.; and Minneapolis Auto Auction, Plymouth, Minn.

**Model Breakdown**
**Auction Averages**

| | MAY 1988 | APR 1988 | MAR 1988 |
|---|---|---|---|
| 1988 .... | $12,592 | $12,483 | $12,283 |
| 1987 .... | $8,672 | $8,638 | $8,682 |
| 1986 .... | $7,375 | $7,190 | $6,927 |
| 1985 .... | $5,732 | $5,904 | $5,837 |
| 1984 .... | $4,511 | $4,438 | $4,380 |
| 1983 .... | $3,751 | $3,792 | $3,765 |
| 1982 .... | $2,490 | $2,398 | $2,534 |
| 1981 .... | $1,963 | $1,937 | $1,906 |
| Overall Average | $5,800 | $5,722 | $5,589 |

## Ford Motor Co.

June 7 — Bay Cities Auto Auction, Hayward, Calif.

June 8 — Mississippi Auto Auction, Hattiesburg, Miss.; Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and Lakeland Auto Auction, Lakeland, Fla.

June 9 — Denver Auto Auction, Aurora, Colo.; Aptco Auto Auction, Taylor, Mich.; Nashville Auto Auction, Nashville, Tenn.; and Skyline Auto Exchange, Fairfield, N.J.

June 14 — South Seattle Auto Auction, Kent, Wash.

June 15 — Clanton's Auto Auction, Darlington, S.C.; Southern California Auto Auction, Fontana, Calif.; Newburgh Auto Auction Inc.; Newburgh, N.Y.; and Salt Lake Auto Auction, Salt Lake City.

June 16 — Dallas Auto Auction, Grand Prairie, Texas; Southwest Auto Auction, Phoenix, Ariz.; Brasher's Sacramento Auto Auction, Rio Linda, Calif.

June 21 -- Harrisonburg Auto Auction, Harrisonburg, Va., and Bay Cities Auto Auction Inc., Hayward, Calif.

June 22 — Northway Auto Auction, Clifton Park, N.Y.; Columbus Fair Auto Auction, Obetz, Ohio; and Lakeland Auto Auction, Lakeland, Fla.

June 23 — Baltimore-Washington Auto Exchange, Baltimore; Greater Houston Auto Auction, Houston; Skyline Auto Exchange; Fairfield, N.J.; and 166 Auto Auction, Springfield, Mo.

## General Motors

June 7 — Southern Auto Auction, East Windsor, Conn.; and Dallas Auto Auction, Grand Prairie, Texas.

June 8 — Atlanta Auto Auction, Atlanta; Baltimore-Washington Auto Exchange, Baltimore; Clanton's Auto Auction, Darlington, S.C.; Omaha Auto Auction, Omaha; and Southern California Auto Auction, Fontana, Calif.

June 9 — Arena Auto Auction, Chicago; Ohio Auto Auction, Grove City, Ohio; St. Louis Auto Auction, Bridgeton, Mo.; and Utah Auto Auction, West Bountiful, Utah.

June 14 — Florida Auto Auction of Orlando, Ocoee, Fla., and A.D.E. of Birmingham, Moody, Ala.

June 15 — Hatfield Auto Auction, Hatfield, Pa.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; Golden Gate Auto Auction, Fremont, Calif.; Mississippi Auto Auction, Hattiesburg, Miss.; and Indianapolis Auto Auction, Indianapolis.

June 16 — Butler Auto Auction, Gibsonia, Pa.; Aptco Auto Auction, Taylor, Mich.; Nashville Auto Auction, Nashville, Tenn.; Southwest Auto Auction, Phoenix, Ariz.; and Colorado Auto Auction; Commerce City, Colo.

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# TRANSPLANT

FROM PAGE 1

stant improvement.

Comparing the compensation of unionized vs. non-UAW workers at the transplants is relatively easy. At a glance, one can see that the hourly wage (including cost-of-living payment) for NUMMI assemblers is higher than at the other three transplants.

Of course, other forms of compensation have to be factored in. For instance, Honda and Nissan have profit-sharing plans (called "bonus sharing" and a variable "base bonus," respectively), while Mazda and NUMMI do not.

In addition, union dues, which are two hours' pay per month, have to be considered. A NUMMI assembler's annual union dues amount to about $340.

When a Honda production worker's 1987 bonus sharing and perfect attendance payments are added to wages (without overtime), the annual total is slightly less than a NUMMI production worker's annual pay, including a lump-sum payment, attendance award and paid lunch: about $30,350 for the Honda worker, and about $30,850 for the NUMMI worker.

A Nissan production worker's annual pay, without overtime but including the base bonus, is just under $28,000, but the bonus can increase based on quality and performance to budget.

A Mazda production worker's straight-time annual wage this year, including a signing bonus and a perfect attendance award and minus union dues, will be $26,271. But negotiated increases through 1990 include lump-sum payments totaling $2,520 and wage parity with Ford Motor Co. workers by 1991.

But the going gets really slippery when comparing work rules and working conditions.

In the case of Honda and Nissan, company descriptions of work rules conflict with those provided by some workers. But — though not necessarily a disqualifier — workers and others who have given negative reports about the transplants are already won over to the UAW.

And comparing the situation of workers at the four transplants gets more complicated: Some critics within the union say that the UAW-negotiated work rules at the NUMMI and Mazda plants are either too weak or are not what they seem on paper. In addition, they say, the provisions are sometimes not enforced.

As a result, they say, working conditions are basically the same at all Japanese transplant facilities, whether unionized or not.

But as the honeymoon at new transplants ends, it may be politically necessary for local unions to toughen up in response to worker disaffection with Japanese management methods.

Observers predict that Honda and Nissan workers will eventually want a union because as they get older, workers will find it harder to do the jobs at transplant facilities. By the same token, an aging workforce at unionized transplants may demand that their local unions become more aggressive.

Critics of the transplants' UAW contracts don't dispute that some provisions — such as negotiated wage increases and pension benefits — are enforced and that it is an advantage to unionized workers to have them in writing, though Honda and Nissan workers have also received regular wage increases.

Also an advantage — though less binding than a negotiated wage increase — is management's written commitment at Mazda and NUMMI that no worker will be laid off before executives take a cut in pay.

But critics say the NUMMI and Mazda contracts do not protect rights that workers enjoy in traditional UAW-represented plants and that local union officers at the transplants often function as an extension of management.

There indeed have been reports of unusually fast line speeds and difficult working conditions at NUMMI, as at Nissan and Honda. Workers say that the lack of a pool of relief workers at transplant facilities places a heavy burden on team members when people are absent.

The Big 3 are also moving toward building cars with fewer workers, especially in plants operating with team production. But, as at GM's oldest team-concept plant in Shreveport, La., replacement workers are integral to most Big 3 plants.

The reports about NUMMI's difficult pace surfaced before the line speed was cut in early 1987 because of slow sales.

The Mazda plant is not yet up to speed, but similar complaints may not surface there because it has a pool of temporary, part-time replacement workers, which is unique among the transplants.

Workers at a Japanese plant are theoretically able to pull a cord to stop the assembly line if there is a problem or if they are having difficulty keeping the pace. But some workers said they have been harassed by management for doing so.

Workers said they stock up on needed parts during their break times and lunch periods, just so they can keep up their work pace on the line. That is especially true when learning a new job, which happens often in a Japanese plant, where flexibility is encouraged and team members rotate jobs.

"They want you to learn a new job two or three times a year," said a Honda worker who signed a UAW card. "But when you're learning a job, you drown, for over a month.

"I was working during breaks. They didn't mind that. I had to get way, way ahead of myself just to get a drink or go to the bathroom."

Managers at transplant operations have said that workers know they can pull the cord to stop the line when necessary. They admit that some workers are dissatisfied, but ascribe it to individual personality and to the fact that "you will always have workers who complain."

A UAW spokesman in Nashville, Tenn., said that Nissan workers have told him they were told to regulate their intake of liquids so that they would not have to use the bathroom while at work. He said workers have told him they have seen other workers lose bladder control on the line.

Former Nissan President Marvin Runyon said similar reports published in a pro-labor magazine in 1987 were "slanted and inaccurate." Nissan denied similar reports in a recent article in another pro-labor publication.

In rebutting claims made in the 1987 article in "The Progressive," Runyon cited scores of an employee attitude survey at Nissan that "remain extremely high and positive."

"By and large, our employees are enjoying making our company a success and proving that American workers can manufacture vehicles with high levels of quality and productivity," Runyon said.

The UAW has maintained that negotiated procedures for "standardized work" at NUMMI and Mazda protect workers from arbitrary increases in work pace.

But critics within the union say that the procedures, which specify the amount of time needed for each job operation, in fact help speed up the pace.

They say overloaded jobs are inherent in the Japanese system and in the team method of production. That is because Japanese automakers emphasize kaizen, or constant improving of a work process. The idea is for workers to work smarter — not harder — by eliminating wasteful movements.

Honda has maintained that kaizen leads to the introduction of new technology to make jobs easier. But some Honda workers who signed UAW cards said that the company has cranked up the line even when processes were not improved.

One 27-year-old worker at Honda, who complained about exhausting work, said he can't imagine doing his job when he is 35.

Workers at Nissan and Honda have also complained of favoritism — "polish the apple and you get to be a team leader," said a Honda worker, "complain and you get a worse job."

But critics within the union say that seniority rights — which protect workers at traditional plants against favoritism and other arbitrary treatment — are watered

see TRANSPLANT, page 85

## Stacking up wages, benefits at U.S. transplants

| | Honda | Mazda | Nissan | NUMMI* |
|---|---|---|---|---|
| **Current Hourly Wages** | Production: $13.20<br>Maintenance: $15.30<br>(maximums) | Manufacturing: $12.17<br>Maintenance: $14.18 (including COLA). Parity with Ford by 1991 | Production: $11.10-$12.85<br>Maintenance: $13.54-$15.24 | Production: $14.16<br>Maintenance: $16.83<br>(including COLA) |
| **Cost-of-living-adjustment** | None, but wages have increased semi-annually | Big 3 formula: 1 cent for each 0.26 change in Consumer Price Index | None, but wages have increased annually | Big 3 formula: 1 cent for each 0.26 change in Consumer Price Index |
| **Bonuses** | Bonus sharing, based on worldwide operations<br>1987 average: $1,541<br>1986 average: $2,688 | April 1989: 3% (Manufacturing: $760; Maintenance: $910); Dec. 1989: 3% (Manufacturing: $860; Maintenance: $1,010); April 1990: 3% (Manufacturing: $900; Maintenance: $1,040); Signing Bonus: $750 | Base bonus: $1.45/hour | Paid lunch 30 min. daily<br>Signing Bonus: $500<br>Lump-sum payments:<br>1986—2.5% ($850 average)<br>1987—2.7% ($950 average) |
| **Profit Sharing** | See Bonuses | Plan to be developed by 1991 negotiations | No, but base bonus can increase based on quality & performance to budget | No |
| **Attendance Award** | Maximums: $104 per 4-week cycle; $1,352 per year | $500 maximum | 4 hours paid time off monthly, which may be sold back to company | 8 hours pay for perfect attendance (union seeking parity with GM: $600) |
| **Vacation** | 1-4 years: 10 days<br>5-14 years: 15 days<br>15 + years: 20 days | 1-3 years: 10 days<br>3-5 years: 12 days<br>5-10 years: 15 days<br>10 + years: 17 days | 1-5 years: 10 days<br>5-10 years: 15 days<br>10 + years: 20 days | 1-3 years: 10 days; 3-5 years: 12.5 days; 5-10 years: 15 days; 10-12 years: 17.5 days; increases with perfect attendance, decreases with substandard attendance (i.e.: missing more than 10 days in year or 6 in half-year) |
| **Paid Holidays** | 13 plus 4 paid shutdown days | 1988-89: 13; 1989-90: 14; 1990-91: 15 | 13 | 14 |
| **Medical Benefits (Highlights)** | No payroll deduction, no deductible, no vision coverage | Similar to Big 3 with a few co-pays, vision coverage begins Jan. 1, 1989 | Payroll deduction equaling 12.5% of health-care cost. Refund if contribution exceeds claims. No deductibles. Vision coverage | Best of transplants; as comprehensive as Big 3, no payroll deduction, vision coverage |
| **Pension** | Vested after 10 years (vesting schedule reduced in Jan. 1989); 2.5% of base earnings placed in account annually, invested for higher yield at retirement | Equivalent to Big 3: Minimum approx. $820/month for 35 years service, but will increase to track Big 3 (i.e.: Ford maximum $945 in Oct. 1989) | Vested after 5 years; minimum $805/month for 35 years service | Currently savings plan but union seeking regular pensions |

*Currently negotiating new contract to track Mazda
☐ UAW represented

# TRANSPLANT

FROM PAGE 84

down at NUMMI and Mazda.

Another subtle way union representation is watered down at NUMMI and Mazda, critics say, is that when workers have a complaint, they must first take it up with their union representative during non-working hours, such as at break time or after work.

At Big 3 plants, a worker with a problem can call a union steward for assistance during working hours.

The problem resolution procedure is similar at all four transplants, but NUMMI and Mazda workers have the advantage — over non-union workers — of being able to get impartial arbitration as a last resort to solving problems.

But critics point out that though some unresolved problems at Big 3 plants are subject to arbitration, workers there have the right to strike over issues such as work standards.

The NUMMI and Mazda contracts forbid strikes for any reason.

## Resolving disputes

The NUMMI and Mazda problem resolution/complaint procedure emphasizes resolving matters at earliest stages, within the team. If the problem is not resolved, the worker must first discuss it with the unit leader and the union coordinator during non-work hours.

The unit leader and the worker may then request a meeting with a labor relations representative and a union representative.

If not resolved, the problem may be referred to a four-step procedure, with time limits on responses by the company. There is an expedited procedure in case of discharge.

The final step is impartial arbitration.

In cases of alleged misconduct, any witnesses must be interviewed jointly by the company and the union, and records of written reprimands or attendance infractions on file for one year will not be considered, providing there are no intervening incidents.

At NUMMI, in the case of suspension or discharge, a joint labor-management committee will review the decision before it is finalized.

UAW critics at NUMMI say that because of the emphasis on cooperation in the plant, workers are reluctant to pursue their rights under the procedures and that local union officers don't encourage them to do so.

At Nissan, the company said, "Problems of any nature can be worked out by employees through their area managers. Human resources representatives are available . . . to assist . . . in resolving issues. . . .

"Several programs facilitate issue resolution, including the company's open-door policy, safety committee, focus groups, involvement circles and a confidential telephone line to the vice president of human resources.

"Discipline is handled through a corrective action system, with appeal to a peer review panel or to management available.

"Nissan has no suspension policy and employees are infrequently terminated" but in such cases, workers may request peer or management review — up to and including the president.

Peer review is by a five-person panel, with a human resources representative selected by the employee to help prepare his/her "case." A secret ballot vote of the panel is binding, Nissan said.

But a UAW organizer working with Nissan employees said management selects the peer review panel, which includes management and hourly employees. "I've never known a decision to be turned around by a peer review committee. They can't be right all the time," he said.

The organizer, who said he has "personally talked to 750-800 Nissan workers," said that "most people will not even use the peer review committee because they say it's a joke."

A Honda spokesman said the company has no formalized grievance procedure. "Associates are free to take up problems with anyone in management, even the president," he said.

Workers with performance problems at Honda are first counseled on the floor, then formally with the production coordinator, then with associate relations, and finally with the department manager.

If terminated, a worker has the right to challenge the decision before an associate review panel composed of one senior manager and six associates drawn at random from all the workers in the plant. The panel votes by secret ballot and the decision is final.

About 80 percent of the company's decisions have been upheld, and 20 percent of the worker challenges have been validated, the Honda spokesman said.

But a Honda worker who signed a UAW authorization card said, "Sometimes if you complain to a coordinator, you get off worse. He's like a foreman. They say you have a bad attitude and you'll get the stinkiest job in the plant."

Another Honda worker who is for the union said, "If you get on somebody's list, you might not get transferred into an easier job."

Another worker who favors the union called the review panel a "kangaroo court."

## Absenteeism procedures

Company statements on absenteeism procedures at Nissan and Honda conflict with those of workers who favor the UAW.

Nissan said workers receive four hours of paid time off per month that can be used for illness. These can be accumulated or sold back to the company annually.

But the UAW organizer working with Nissan workers said that workers are told not to simply call in when they plan to be absent, but to make arrangements with their supervisor ahead of time. He said there is no guarantee workers will be paid, even though they have earned their time.

Workers are told to be careful if they miss as few as two days in one year, he said.

Nissan said that "employees are paid accident and sickness benefits at approximately 65 percent of pay for up to 26 weeks." However, a UAW spokesman in Nashville said, "Once someone is injured and takes some time off, when they come back, there's no job."

At Honda, there are no sick days. Workers must take vacation days if they are ill. Workers with attendance problems are first counseled, the Honda spokesman said.

If there is no improvement, they must follow a six-month, four-step attendance improvement program, which, if violated, results in termination, he said.

Workers at Honda who favor the union said it is unfair to have to take vacation days in the case of illness.

The workers said they are afraid to be counseled because it remains on their record even after one year.

At Mazda, if an absence is approved, a worker gets 60 percent of his base wage. There is a five-step attendance procedure, ending in termination, to deal with excessive absences. The procedure is being revised to specify the number of absences before step one.

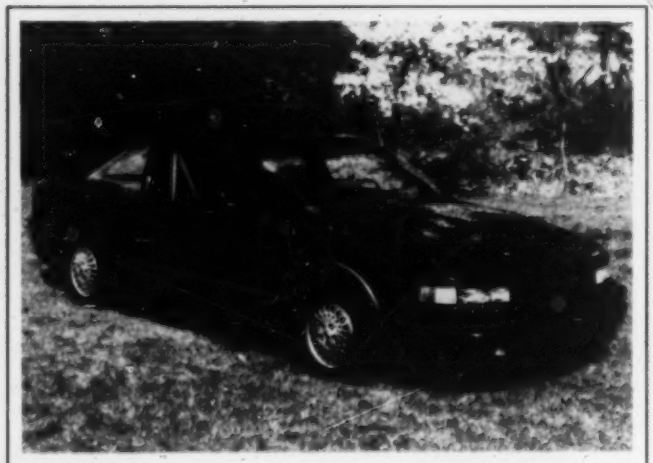
A local union officer at the Mazda plant said that, despite the extensive screening for workers with the right attitude, some have already been fired for absenteeism. The plant turned out its first car just a year ago.

At NUMMI, there is a "no-fault" absence program, but absence rules are "much more severe than in a traditional plant — a trade-off for job security," a local official said.

Workers can call in sick and be paid in lieu of vacation time. They are sent notices according to this schedule: 3 days late or absent in 90 days, first notice; 3 days late or absent in the next 90 days, second notice; same for third notice; same for termination.

The local official at NUMMI said that a joint review committee considers the termination and reverses it if they find "mitigating circumstances."

Toyota Motor Manufacturing and Diamond-Star have just begun pilot production, and their benefit packages are not yet complete for comparison purposes.



**Testa-Cutlass?**
The GST Aerodynamic Design Division of Stauffer Classics, Blue Mounds, Wis., offers a kit to dress up Oldsmobile's new Cutlass Supreme, and give the car a little Ferrari Testarossa flavor. The kit's pieces are made of laminated fiberglass and include cooling scoops, rear wing, chrome exhaust tips and lower door panels.

# Honda ends most Civic exports

*Transplants to supply 3-door and 4-door for U.S., Canada*

By Mary Ann Maskery
AUTOMOTIVE NEWS STAFF REPORTER

TOKYO — Honda Motor Co. plans to discontinue the export of its three-door and four-door Civic models to North America to meet a growing demand in Japan. Three- and four-door models sold in the United States and Canada will be built by Honda plants in those countries.

The Civic wagon and popular CRX, however, will continue to be exported from Japan.

Honda is conducting a successful major effort to expand its share of the Japanese market and, as a result, there is a 15,000-unit back order on Civics here. Honda has 9.1 percent of the Japanese market.

In increasing Civic output in North America, Honda will produce all three-door models sold there at its Canadian plant, while four-door sedans will be built in Ohio. Last year, 135,034 Civics were sold in the United States, 86,218 of them produced at Marysville.

Production in the United States and Canada will be increased to make up for the decrease in imported Civics.

Some Japanese news reports suggested that production of the Accord will be reduced to compensate for the increase, but a Honda spokesman said no decrease will be necessary because the company had originally intended to boost production to full capacity in Ohio this year. Honda's expansion in capacity at its Ohio plants is solely for Civic.

Meanwhile, Honda Motor Co. Ltd. showed a 10.5 percent drop in its consolidated operating income for the first half of the current fiscal year. Operating income totaled 68.6 billion yen ($549 million). Since Honda is changing its fiscal term, the six months ended March 31 were compared with the six months ended Feb. 28, 1987.

The drop in operating income was attributed to the depreciation in the value of the dollar. On the other hand, consolidated net income was up 51.7 percent to 56.6 billion yen ($453 million), due largely to strong auto sales in Japan, as well as a rebirth of the motorcycle market in Japan.

Sales of power products were off 16.6 percent to 77.3 billion yen ($619 million), primarily because of sluggish sales in the United States.

# OBITUARIES

### Russell DeYoung

NAPLES, Fla. — Russell DeYoung, 79, former chairman of Goodyear Tire & Rubber Co., died May 31. He led the company from 1964 to 1973.

### Anthony M. Coelho

NEW YORK — Anthony M. Coelho, 49, Eastern manager for Petersen Publishing Co., died May 18. The company's magazines include Motor Trend and Car Craft.

### Elmer C. Low

LaCROSSE, Wis. — Elmer C. Low, 86, founder of Low Motors here, died May 11. The store sells Ford, Lincoln, Mercury, Jeep, Renault and Mazda.

### Charles William Birdsong

TEMPLE TERRACE, Fla. — Charles William Birdsong, 70, former owner of Birdsong Volkswagen here, died April 11.

## Corrections

In the May 30 issue, Francois J. Castaing's title was wrongly stated as chief engineer, Chrysler Motors. He is vice president, Jeep and truck engineering, Chrysler Motors.

A May 23 news brief on Honda building up U.S. engineering staffs should have read, "Honda is expanding an engine plant in this country." Honda's engine plant, with full casting, machining and painting operations, has been in operation since July 1985.

# Ford teams check Missouri ambulances

ST. LOUIS — Four teams of engineers from Ford Motor Co. arrived in Missouri late last month to inspect 100 ambulances and possibly replace cooling system hoses that are potential fire hazards.

Attorney General William L. Webster asked Ford to send engineers to inspect and replace faulty hoses after three fires in ambulance engine compartments were reported.

In press conferences in four cities — Kansas City, Springfield, St. Louis and Jefferson City — Webster said, "We appreciate Ford's cooperation in this investigation and hope the company's engineers can discover a solution to this problem. This is a cooperative effort, and our mutual goal is to find a way to prevent any more ambulances from catching fire."

A Ford spokesman said at least six and as many as 10 fires have been reported in other states including Kansas, West Virginia and Oregon during the past two months.

Ford has inspected each of the ambulance fires but said that in many instances the causes are difficult to pinpoint because the damage was so extensive.

"The vehicles end up burning so badly that by the time we get to them, it is hard to determine whether the fires are from the electrical or the cooling systems," the spokesman said.

Engineers will spend three weeks replacing the hoses installed by ambulance conversion companies and will take the originals back to Ford headquarters for inspection, according to the state attorney general's office.

Ambulances built on Ford E-350 chassis and on vans by conversion companies have been dogged by fires.

Ford voluntarily recalled and added safety modifications to approximately 14,500 ambulances last year to correct gasoline pressurization problems that caused a rash of fires.

# PRODUCTION

## Short week; car, truck output falls

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

With only four working days because of Memorial Day, scheduled production of cars and trucks in the United States dipped last week.

Automakers slated assembly of 137,721 cars, 14.88 percent below the previous week's 161,802 and 12.02 percent below the year-ago week's 156,545.

So far this year, 3,138,419 cars have been assembled, 8.18 percent below the 3,417,903 completed last year at this point.

Last week's estimated build was shared as follows: General Motors, 46.53 percent; Ford Motor Co., 26.53 percent; Chrysler Motors, 16.66 percent; Honda of America Manufacturing Inc., 4.29 percent; New United Motor Manufacturing Inc., 1.89 percent; Nissan Motor Manufacturing Co. U.S.A., 1.52 percent; Mazda Motor Manufacturing (U.S.A.) Corp., 1.42 percent; and Volkswagen of America, 1.16 percent.

Truck output was scheduled at 72,276 units last week, 14.70 percent below the prior week's 84,729 and 7.38 percent below the year-ago week's 78,035.

Year-to-date, 1,850,524 trucks have been built, 11.20 percent more than the 1,664,175 assembled last year at this time.

Mazda added a second shift and 1,300 workers at its Flat Rock, Mich., plant last week.

The plant, which assembles the Mazda MX-6 and Ford Probe, will produce about 13,000 cars in June, some 35 percent more than the 9,600 built in May.

GM's Fiero plant in Pontiac, Mich., was idle last week for inventory adjustment. Output was expected to resume today.

GM scheduled overtime last Saturday at its Detroit-Hamtramck; Lordstown, Ohio; Wentzville, Mo.; Lakewood, Ga.; Baltimore; Pontiac, Mich.; and Moraine, Ohio plants.

All Ford plants are slated for daily overtime this week.

## Canada climbs after holiday

Canadian auto production was estimated at 27,712 last week, 27.79 percent more than the previous holiday week's 21,685 and 54.63 percent above the year-ago week's 17,921. The year-ago week's build was also affected by Victoria Day.

So far this year, 519,665 cars have been assembled, 41.99 percent more than the 365,999 completed last year at this time.

Truck output was scheduled at 20,555 units last week, 29.46 percent above the prior week's 15,877 and 17.41 percent more than the year-ago week's 17,507.

Year-to-date, 419,782 trucks have been built, 15.97 percent more than the 361,976 completed last year at this point.

Chrysler Motors will halt output of the Eagle Premier at its Bramalea, Ontario, plant on June 13 for line adjustments. When Bramalea reopens on June 27, production will be reduced by about 50 units per day.

| U.S. CAR | Week Ended June 4, 1988 | Week Ended June 5, 1987 | Week Ended May 28, 1988 | May Est. | Jan. 1 to June 4, 1988 | Jan. 1 to June 5, 1987 |
|---|---|---|---|---|---|---|
| Alliance | 0 | 673 | 0 | 0 | 0 | 15,541 |
| Total Eagle | 0 | 673 | 0 | 0 | 0 | 15,541 |
| Horizon | 1,650 | 0 | 2,167 | 9,719 | 41,694 | 32,997 |
| Sundance | 2,150 | 1,983 | 2,052 | 8,272 | 46,105 | 46,918 |
| Reliant | 2,000 | 2,703 | 2,843 | 11,882 | 45,289 | 53,704 |
| Caravelle | 400 | 1,096 | 605 | 2,354 | 9,504 | 25,030 |
| Gran Fury | 200 | 214 | 415 | 1,464 | 5,756 | 1,962 |
| Total Plymouth | 6,400 | 5,996 | 8,082 | 33,691 | 148,348 | 160,611 |
| LeBaron K | 250 | 1,945 | 391 | 1,812 | 8,205 | 38,270 |
| LeBaron J | 2,250 | 3,325 | 2,276 | 10,188 | 32,865 | 51,698 |
| LeBaron GTS | 250 | 1,069 | 257 | 962 | 4,022 | 19,239 |
| N. Yorker E-Class | 0 | 1,627 | 0 | 0 | 0 | 38,551 |
| N. Yorker C-Class | 2,300 | 0 | 2,774 | 12,259 | 52,061 | 0 |
| Fifth Avenue | 150 | 1,676 | 280 | 1,312 | 13,965 | 18,245 |
| Total Chrysler | 5,200 | 9,642 | 5,978 | 26,533 | 109,419 | 166,003 |
| Omni | 1,650 | 0 | 2,055 | 9,539 | 41,459 | 28,363 |
| Daytona | 2,250 | 1,676 | 2,272 | 10,186 | 32,001 | 25,385 |
| Shadow | 2,700 | 2,334 | 2,375 | 10,481 | 48,883 | 46,736 |
| Aries | 1,950 | 2,791 | 2,418 | 10,355 | 38,519 | 51,294 |
| Dodge 600 | 350 | 1,037 | 456 | 1,964 | 8,292 | 22,247 |
| Dynasty | 1,850 | 0 | 2,225 | 9,911 | 48,751 | 0 |
| Lancer | 200 | 644 | 136 | 732 | 4,700 | 12,307 |
| Diplomat | 400 | 451 | 257 | 1,967 | 10,161 | 3,049 |
| Total Dodge | 11,350 | 8,933 | 12,194 | 55,155 | 232,766 | 189,381 |
| CHRYSLER MOTORS | 22,950 | 25,244 | 26,254 | 115,379 | 490,533 | 531,536 |
| Escort | 9,162 | 9,051 | 9,449 | 42,894 | 165,379 | 166,218 |
| Mustang | 3,657 | 4,527 | 4,244 | 18,239 | 93,517 | 96,867 |
| Tempo | 3,236 | 3,794 | 3,941 | 17,388 | 87,810 | 87,031 |
| Taurus | 7,804 | 8,008 | 8,424 | 37,845 | 177,916 | 194,767 |
| Thunderbird | 3,045 | 4,135 | 3,522 | 14,675 | 70,922 | 73,799 |
| Total Ford Div. | 26,904 | 29,515 | 29,580 | 131,041 | 595,544 | 618,682 |
| Lynx | 0 | 221 | 0 | 0 | 0 | 19,339 |
| Topaz | 1,168 | 1,463 | 1,548 | 6,421 | 32,684 | 28,089 |
| Cougar | 2,016 | 2,739 | 2,345 | 10,914 | 53,172 | 71,351 |
| Sable | 2,477 | 2,623 | 3,469 | 15,026 | 62,402 | 61,581 |
| Total Mercury | 5,661 | 7,051 | 7,362 | 32,361 | 148,258 | 180,360 |
| Continental | 873 | 411 | 947 | 4,476 | 20,246 | 8,254 |
| Mark VII | 444 | 615 | 475 | 2,223 | 11,220 | 12,331 |
| Lincoln | 2,649 | 3,074 | 2,878 | 13,434 | 64,983 | 61,765 |
| Total Lincoln | 3,966 | 4,100 | 4,300 | 20,132 | 96,449 | 82,350 |
| Total L-M Division | 9,627 | 11,151 | 11,662 | 52,494 | 244,707 | 262,710 |
| FORD MOTOR CO*† | 36,531 | 40,666 | 41,242 | 183,534 | 840,251 | 881,392 |
| Skyhawk | 0 | 285 | 0 | 0 | 11,350 | 14,583 |
| Skylark/Somerset | 1,399 | 1,173 | 1,579 | 7,606 | 20,468 | 33,096 |
| Century | 3,032 | 3,928 | 3,634 | 14,581 | 46,459 | 84,020 |
| Regal (rwd) | 0 | 1,028 | 0 | 0 | 0 | 20,459 |
| Riviera | 128 | 219 | 128 | 607 | 3,049 | 7,500 |
| Electra | 2,162 | 0 | 2,092 | 10,391 | 38,334 | 43,864 |
| LeSabre (fwd) | 2,000 | 4,711 | 2,500 | 10,800 | 56,186 | 56,186 |
| LeSabre (rwd) | 290 | 48 | 261 | 1,266 | 4,470 | 4,947 |
| Reatta | 163 | 0 | 187 | 772 | 2,488 | 0 |
| Total Buick | 9,174 | 11,392 | 10,381 | 46,023 | 182,804 | 264,655 |
| Cimmaron | 0 | 180 | 0 | 170 | 3,696 | 6,847 |
| Eldorado | 1,006 | 532 | 1,020 | 4,812 | 18,819 | 8,391 |
| Seville | 601 | 493 | 621 | 2,870 | 11,771 | 10,810 |
| Brougham (rwd)* | 977 | 1,156 | 977 | 4,299 | 16,802 | 34,975 |
| Deville (fwd) | 2,832 | 2,939 | 3,563 | 15,304 | 80,506 | 72,891 |
| Allante | 52 | 144 | 56 | 183 | 1,079 | 1,672 |
| Total Cadillac | 5,468 | 5,444 | 6,239 | 27,638 | 132,673 | 135,586 |
| Cavalier | 6,584 | 7,925 | 7,277 | 34,641 | 154,179 | 163,751 |
| Camaro | 1,904 | 3,017 | 2,348 | 10,394 | 37,676 | 47,330 |
| Celebrity | 4,644 | 5,987 | 5,077 | 22,265 | 79,823 | 164,505 |
| Corsica/Beretta | 6,764 | 6,732 | 9,042 | 39,589 | 178,941 | 123,970 |
| Monte Carlo | 0 | 1,255 | 0 | 0 | 0 | 33,760 |
| Caprice | 3,019 | 1,806 | 3,844 | 17,812 | 85,167 | 91,351 |
| Corvette | 352 | 645 | 444 | 1,929 | 9,392 | 13,363 |
| Total Chevrolet | 23,267 | 27,367 | 28,032 | 126,628 | 545,178 | 638,030 |
| Calais | 2,537 | 3,701 | 3,024 | 12,977 | 51,165 | 57,072 |
| Firenza | 0 | 466 | 0 | 0 | 5,220 | 4,391 |
| Cutlass Ciera | 960 | 4,734 | 1,050 | 2,379 | 2,955 | 81,562 |
| Cutlass Supreme | 3,200 | 1,574 | 4,229 | 18,119 | 92,120 | 32,286 |
| Toronado | 405 | 476 | 413 | 1,937 | 8,266 | 8,180 |
| 88 (fwd) | 2,813 | 1,870 | 3,400 | 16,534 | 73,794 | 87,731 |
| 88 (rwd) | 156 | 504 | 207 | 1,041 | 5,602 | 8,584 |
| Olds 98 | 1,303 | 735 | 1,596 | 6,939 | 36,872 | 32,829 |
| Total Oldsmobile | 11,374 | 14,060 | 13,919 | 59,927 | 275,994 | 316,233 |
| Sunbird | 2,174 | 2,295 | 2,253 | 10,500 | 47,782 | 52,038 |
| Grand Am | 4,260 | 6,227 | 5,277 | 24,848 | 108,219 | 115,289 |
| Firebird | 1,484 | 1,854 | 1,690 | 6,995 | 28,176 | 36,129 |
| Grand Prix | 3,008 | 0 | 3,455 | 15,474 | 53,856 | 0 |
| Pontiac 6000 | 1,484 | 2,059 | 1,888 | 8,092 | 34,862 | 38,121 |
| Bonneville | 2,185 | 2,973 | 2,752 | 13,275 | 49,342 | 62,476 |
| Safari/Parisienne | 215 | 81 | 237 | 1,050 | 4,003 | 4,941 |
| Fiero | 0 | 1,005 | 450 | 1,942 | 8,647 | 17,238 |
| Total Pontiac | 14,810 | 16,494 | 18,002 | 82,175 | 334,887 | 326,232 |
| GENERAL MOTORS | 64,093 | 74,757 | 76,573 | 342,390 | 1,471,536 | 1,680,736 |
| HONDA | 5,910 | 6,875 | 7,409 | 32,399 | 160,988 | 144,320 |
| Civic | 1,860 | 3,190 | 2,337 | 9,487 | 42,696 | 47,555 |
| Accord | 4,050 | 3,685 | 5,072 | 22,912 | 118,292 | 96,765 |
| MAZDA† | 1,949 | 0 | 2,356 | 10,381 | 36,973 | 0 |
| NISSAN | 2,088 | 2,988 | 2,684 | 11,364 | 42,766 | 62,057 |
| NUMMI | 2,600 | 4,024 | 3,336 | 14,372 | 70,292 | 84,375 |
| Corolla | 960 | 890 | 1,203 | 5,216 | 25,826 | 17,292 |
| Nova | 1,640 | 3,134 | 2,133 | 9,156 | 44,466 | 67,083 |
| VOLKSWAGEN | 1,600 | 1,993 | 1,968 | 6,836 | 25,060 | 33,487 |
| Golf/GTI | 1,600 | 1,743 | 1,968 | 6,836 | 19,527 | 28,086 |
| Jetta | 0 | 250 | 0 | 0 | 5,553 | 5,401 |
| Total Cars, U.S. | 137,721 | 156,545 | 161,802 | 716,655 | 3,138,419 | 3,417,903 |
| Total Cars, Canada | 27,712 | 17,921 | 21,685 | 111,333 | 519,665 | 365,999 |
| U.S., Canada Cars | 165,433 | 174,466 | 183,487 | 827,988 | 3,658,084 | 3,783,902 |
| U.S., Canada Cars and Trucks | 258,264 | 270,008 | 284,093 | 1,291,104 | 5,928,390 | 5,810,053 |

Monthly estimates may contain error of one or two units due to rounding.
*—Estimate. †—Total includes the MX-6 and Ford Probe.

| CANADIAN CAR | Week Ended June 4, 1988 | Week Ended June 5, 1987 | Week Ended May 28, 1988 | May Est. | Jan. 1 to June 4, 1988 | Jan. 1 to June 5, 1987 |
|---|---|---|---|---|---|---|
| Eagle | 0 | — | 0 | 0 | 0 | — |
| Premier | 1,650 | — | 1,083 | 6,777 | 31,984 | — |
| CHRYSLER MOTORS | 1,650 | 0 | 1,083 | 6,777 | 31,984 | 2,656 |
| Escort | 0 | — | 0 | 0 | 0 | — |
| Lynx | 0 | — | 0 | 0 | 0 | — |
| Tempo | 4,209 | — | 3,349 | 17,592 | 90,249 | — |
| Topaz | 1,187 | — | 946 | 5,413 | 30,137 | — |
| Crown Victoria | 2,856 | — | 2,223 | 11,885 | 61,186 | — |
| Grand Marquis | 2,904 | — | 2,252 | 12,026 | 60,823 | — |
| FORD MOTOR CO. | 11,156 | 11,409 | 8,770 | 46,915 | 242,395 | 236,069 |
| Celebrity | 710 | — | 553 | 3,000 | 9,437 | — |
| Cutlass Ciera | 7,606 | — | 6,149 | 29,747 | 121,154 | — |
| Cutlass Supreme | 0 | — | 0 | 0 | 0 | — |
| Grand Prix | 0 | — | 0 | 0 | 0 | — |
| Pontiac 6000 | 1,540 | — | 1,302 | 5,778 | 23,708 | — |
| Regal | 3,800 | — | 2,861 | 14,595 | 72,688 | — |
| GENERAL MOTORS | 13,656 | 5,995 | 10,865 | 53,120 | 226,987 | 118,230 |
| Civic | 1,070 | — | 549 | 2,191 | 3,136 | — |
| Accord | 0 | — | 274 | 1,592 | 12,163 | — |
| HONDA | 1,070 | 292 | 823 | 3,783 | 15,299 | 4,409 |
| VOLVO | 180 | 225 | 144 | 737 | 3,000 | 4,635 |
| Total Cars, Canada | 27,712 | 17,921 | 21,685 | 111,333 | 519,665 | 365,999 |

| U.S. TRUCK☆ | Week Ended June 4, 1988 | Week Ended June 5, 1987 | Week Ended May 28, 1988 | May Est. | Jan. 1 to June 4, 1988 | Jan. 1 to June 5, 1987 |
|---|---|---|---|---|---|---|
| Caravan | 1,850 | — | 1,886 | 8,856 | 44,038 | — |
| Dakota | 1,700 | — | 2,168 | 9,137 | 51,712 | — |
| Mini-Ram Van | 300 | — | 337 | 1,491 | 6,957 | — |
| Pickups | 1,600 | — | 2,172 | 8,951 | 30,405 | — |
| Total Dodge | 5,450 | 6,867 | 6,563 | 28,435 | 133,112 | 115,425 |
| Cherokee | 3,750 | — | 3,591 | 17,546 | 79,660 | — |
| Commanche | 800 | — | 845 | 4,038 | 20,890 | — |
| Grand Wagoneer | 300 | — | 340 | 1,505 | 6,600 | — |
| Pickups | 0 | — | 0 | 0 | 0 | — |
| Wagoneer | 150 | — | 248 | 1,148 | 5,705 | — |
| Total Jeep | 5,000 | 4,777 | 5,024 | 24,237 | 118,055 | 95,811 |
| Voyager | 1,750 | — | 1,825 | 8,293 | 40,780 | — |
| Total Plymouth | 1,750 | — | 1,825 | 8,293 | 40,780 | — |
| CHRYSLER MOTORS | 12,200 | 11,644 | 13,412 | 60,965 | 291,947 | 211,236 |
| Aerostar | 2,876 | — | 4,531 | 18,991 | 96,658 | — |
| Bronco | 1,039 | — | 1,301 | 5,495 | 27,043 | — |
| Bronco II | 1,988 | — | 2,460 | 10,600 | 60,388 | — |
| Econoline | 3,983 | — | 5,135 | 22,209 | 109,651 | — |
| Heavy trucks | 1,444 | — | 1,475 | 6,728 | 30,489 | — |
| Light trucks | 8,301 | — | 10,379 | 47,291 | 225,874 | — |
| Ranger | 6,324 | — | 7,782 | 33,580 | 161,308 | — |
| Total Ford Div. | 25,955 | 31,844 | 33,063 | 144,894 | 711,411 | 671,451 |
| FORD MOTOR CO. | 25,955 | 31,844 | 33,063 | 144,894 | 711,411 | 671,451 |
| Astro | 3,035 | — | 3,129 | 14,647 | 75,438 | — |
| Blazer | 417 | — | 512 | 2,514 | 12,136 | — |
| Mediums/Heavies | 387 | — | 544 | 1,807 | 7,979 | — |
| P-Model | 607 | — | 940 | 3,535 | 17,148 | — |
| Pickups | 5,858 | — | 6,756 | 32,694 | 146,828 | — |
| S-10 | 5,605 | — | 5,854 | 28,212 | 127,626 | — |
| S-10 Blazer | 3,351 | — | 3,603 | 17,180 | 72,340 | — |
| Sportsvan/Van | 1,995 | — | 1,928 | 9,496 | 37,622 | — |
| Suburban | 1,147 | — | 1,402 | 6,999 | 32,249 | — |
| Total Chevrolet | 22,402 | 20,454 | 24,668 | 117,084 | 529,366 | 491,484 |
| Jimmy | 122 | — | 158 | 732 | 3,714 | — |
| Mediums/Heavies | 492 | — | 689 | 2,330 | 17,771 | — |
| P-Model | 273 | — | 170 | 909 | 2,546 | — |
| Pickups | 1,618 | — | 2,082 | 8,960 | 45,780 | — |
| S-15 | 1,092 | — | 1,330 | 5,387 | 29,698 | — |
| S-15 Jimmy | 817 | — | 967 | 4,232 | 18,969 | — |
| Safari | 750 | — | 773 | 3,667 | 19,368 | — |
| Suburban | 469 | — | 617 | 2,742 | 15,313 | — |
| Vandura/Rally Vans | 504 | — | 552 | 2,388 | 16,295 | — |
| Total GMC | 6,137 | 7,903 | 7,338 | 31,346 | 169,454 | 166,483 |
| GENERAL MOTORS | 28,539 | 28,357 | 32,006 | 148,430 | 698,820 | 657,967 |
| NAVISTAR | 1,496 | 1,664 | 1,805 | 7,983 | 38,564 | 33,507 |
| NISSAN | 1,336 | 1,776 | 1,693 | 7,240 | 49,832 | 37,064 |
| AM GENERAL* | 450 | 450 | 450 | 1,980 | 9,810 | 4,650 |
| MISCELLANEOUS* | 2,300 | 2,300 | 2,300 | 10,120 | 50,140 | 48,300 |
| Total Trucks, U.S. | 72,276 | 78,035 | 84,729 | 381,612 | 1,850,524 | 1,664,175 |

| CANADIAN TRUCK | Week Ended June 4, 1988 | Week Ended June 5, 1987 | Week Ended May 28, 1988 | May Est. | Jan. 1 to June 4, 1988 | Jan. 1 to June 5, 1987 |
|---|---|---|---|---|---|---|
| Caravan | 3,126 | — | 2,596 | 12,608 | 65,684 | — |
| Mini-Ram Van | 330 | — | 287 | 1,400 | 6,408 | — |
| Ram Wagon | 540 | — | 441 | 2,322 | 10,888 | — |
| Ram Van | 1,510 | — | 1,210 | 6,293 | 28,025 | — |
| Total Dodge | 5,506 | 8,503 | 4,534 | 22,623 | 111,005 | 182,838 |
| Voyager | 2,688 | — | 2,297 | 11,234 | 60,178 | — |
| Total Plymouth | 2,688 | — | 2,297 | 11,234 | 60,178 | — |
| Wrangler | 1,018 | — | 848 | 4,247 | 22,284 | — |
| Total Jeep | 1,018 | 764 | 848 | 4,247 | 22,284 | 14,439 |
| CHRYSLER MOTORS | 9,212 | 9,267 | 7,679 | 38,105 | 193,467 | 197,277 |
| FORD MTR. (lt. trks.) | 3,648 | 3,084 | 2,878 | 15,223 | 77,926 | 69,646 |
| Light trucks | 3,559 | — | 2,299 | 12,418 | 68,099 | — |
| Vans | 1,473 | — | 1,249 | 5,529 | 26,956 | — |
| Total Chevrolet | 5,032 | — | 3,548 | 17,947 | 95,055 | — |
| Light trucks | 1,721 | — | 1,044 | 6,501 | 33,552 | — |
| Vans | 672 | — | 517 | 2,720 | 14,937 | — |
| Total GMC | 2,393 | — | 1,561 | 9,221 | 48,489 | — |
| GENERAL MOTORS | 7,425 | 4,931 | 5,109 | 27,166 | 143,544 | 90,802 |
| NAVISTAR | 270 | 225 | 211 | 1,007 | 4,845 | 4,251 |
| Total Trks., Canada | 20,555 | 17,507 | 15,877 | 81,503 | 419,782 | 361,976 |
| U.S., Canada Trks. | 92,831 | 95,542 | 100,606 | 463,115 | 2,270,306 | 2,026,151 |

☆—Includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.